

Message Text

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PAGE 01 ABU DH 00870 01 OF 02 230854Z
ACTION NEA-10

INFO OCT-01 ISO-00 EB-08 /019 W
-----230906Z 051518 /12

R 230614Z MAR 77
FM AMEMBASSY ABU DHABI
TO USDOC WASHDC
INFO SECSTATE WASHDC 5818
AMEMBASSY CAIRO
AMEMBASSY DOHA
AMEMBASSY MANAMA
AMEMBASSY MUSCAT

UNCLAS SECSTION 1 OF 2 ABU DHABI 0870

E.O. 11652: NA
TAGS: BEXP, TC
SUBJ: OCTOBER 77 BUILDING AND CONSTRUCTION TRADE MISSION

REF: (A) MUSCAT 415, (B) ABU DHABI A-01, (C) 76 ABU DHABI A-8,
(C) 76 ABU DHABI 2602, (E) USDOC 4188

1. EMB WOULD WELCOME PROPOSED TRADE MISSION. BELIEVE OPPORTUNITIES FOR FIRMS IN BUILDING AND CONSTRUCTION INDUSTRIES WILL CONTINUE TO BE ATTRACTIVE HERE.

2. GENERAL COMMENTS:
BUILDING: ALTHOUGH ABU DHABI'S 1974/75 SUPER-BOOM IN PRIVATE HIGH-RISE CONSTRUCTION IS TAPERING OFF NOW, CONSTRUCTION OF PUBLIC BUILDINGS CONTINUES TO BE STRONG. IN THE FUTURE THE RATE OF PRIVATE BUILDING STARTS IS LIKELY TO RISE AGAIN AS DEVELOPMENT OF INDUSTRIAL AREAS AT JEBEL DHANNA (ABU DHABI) AND JEBEL ALI (DUBAI) WILL NECESSITATE CONSTRUCTION OF HOUSING AND OFFICES IN THOSE AREAS. EMPHASIS ON BUILDING IN 1977 IS IN AREA OF SINGLE-FAMILY HOUSING.
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ING WHICH IS ONE OF TWO PRIORITY SECTORS IN ABU DHABI'S 1977 DEVELOPMENT BUDGET.
CONSTRUCTION: OTHER PRIORITY AREA IN '77 DEVELOPMENT BUDGET IS "INDUSTRY". FIRMS INVOLVED IN INDUSTRIAL CONSTRUCTION (INCLUDING PETROCHEMICAL AND POWER/WATER CONSTRUCTION) STAND TO DO WELL IN UAE OVER NEXT SEVERAL YEARS. INDUSTRIALIZATION PROGRAMS

OF ABU DHABI AND BUAI HAVE BEEN EXTENSIVELY REPORTED.
SEE PROJECTS LISTS (ATTACHED TO 76 ABU DHABI A-73) FOR SUMMARY.

3. TIMING: LATE OCTOBER OR EARLY NOVEMBER TIMING IS
OK. NO KNOWN EVENTS ARE IN CONFLICT IN THIS TIME
FRAME, BUT MISSION SHOULD AVOID LOCAL EID AL-ADHA HOLIDAYS
ON NOV. 19 - 21 (APPROXIMATE DATES).

4. CITIES TO BE VISITED: ABU DHABI AND DUBAI/AHARJAH
(DUBAI AND SHARJAH, BEING CLOSED TOGETHER, CAN BE CONVER-
ED AS SINGLE MARKET.)

5. PRODUCTS TO BE FEATURED: CONSTRUCTION MACHINERY;
PRE-FAB OR RAPID CONSTRUCTION HOUSES OR OTHER BUILD-
INGS (BUT BE AWARE OF STRONG LOCAL PREFERENCE FOR
SOLID, CONCRETE HOUSES); FIXTURES (SINKS, WINDOWS,
ETC.); FURNITURE (OFFICE, HOSPITAL, SCHOOL, HOME).
WOULD LIKE TO INCLUDE COUPLE OF LARGE CONSTRUCTION
COMPANIES SPECIALIZING IN INDUSTRIAL CONSTRUCTION (BUT
NO DIRECT COMPETITORS, PLEASE). WE SUGGEST INCLUD-
ING NO MORE THAN ONE ARCHITECTURE AND ENGINEERING FIRM
AS USDOC HAS ALREADY SPONSORED LARGE A&E TRADE MISSION
IN U.A.E.

5. IMPORT FIGURES: -)) AVAILABLE IMPORT DATA BY PRO-
DUCT AND COUNTRY OF ORIGIN ARE AVAILABLE IN USDOC
LIBRARY, MOST RECENT DATA AVAILABLE IS INCLUDED IN
1975 EDITION OF "DUBAI CUSTOMS STATISTICS REPORT" AND
1975 EDITION AND FIRST-HALF 1976 EDITIONS OF "ABU DHABI IMPORTS
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REPORTS". THESE PUBLICATIONS ALREADY HAVE BEEN
AIRSHIPPED TO USDOC (FOREIGN COMMUNICATIONS DIVISION).
THERE IS RELATIVELY LITTLE PRODUCTION OF BUILDING
MATERIALS IN U.A. E. - CEMENT, AGGREGATE, AND PVC PIPE
BEING THE ONLY MAJOR EXCEPTIONS. SEE REFS B,C, D,

6. DUTIES: CONSTRUCTION MATERIALS AND MACHINERY
ENTER ABU DHABI DUTY FREE. DUTIES ON THESE ITEMS IN DUBAI
ARE LOW - A FEW PERCENT OF LANDED VALUE AT MOST.

7. TRADE OR CURRENCY RESTRICTIONS: NONE.

8. MAJOR FOREIGN COMPETITION: SEE PARA 5.

9. MAJOR PROJECTS: SEE ABU DHABI AND DUBAI PROJECTS
LISTS (ATTACHED TO 76 ABU DHABI
A-73).

10. WORLD BANK AND SIMILAR LOANS RELATING TO MISSION:

NONE KNOWN.

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INFO OCT-01 ISO-00 EB-08 /019 W
-----230908Z 051539 /12

R 230614Z MAR 77
FM AMEMBASSY ABU DHABI
TO USDOC WASHDC
INFO SECSTATE WASHDC 5819
AMEMBASSY CAIRO
AMEMBASSY DOHA
AMEMBASSY MANAMA
AMEMBASSY MUSCAT

UNCLAS SECTION 2 OF 2 ABU DHABI 0870

11. U.S. FIRMS RELATED TO MISSION GOODS AND SERVICES
WITH OFFICES IN U.A.E. ABU DHABI: ANDERSON SYSTEMS
(PRE-FAB HOUSE MANUFACTURE), S.J. GROVES (CONTRACTOR),
F.R. HARRIS (CONSULTANT), HARBERT-HOWARD (CONTRACTOR),
KELLOGG (CONSULTANT - CONTRACTOR), SANTA FE (CONTRACTOR),
ADRIAN-WILSON (CONSULTANT), THE ARCHITECTS COLLABORATIVE
(ARCHITECT).
DUBAI: AHLI-ALT-SCOTT INTERNATIONAL (ARCHITECT), 3-D
INTERNATIONAL (CONSULTANT).

12. IF FULL MISSION VISIT TO MUSCAT CANNOT BE JUSTI-
FIED, EMB WOULD BE PLEASED TO WORK WITH EMB MUSCAT IN
ARRANGING FOR OMAN GOV OFFICIALS OR MUSCAT BUSINESSMEN
TO MEET WITH MISSION MEMBERS IN ABU DHABI AS WAS DONE
IN CASE OF RECENT WATER RESOURCES TRADE MISSION.
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Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
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Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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